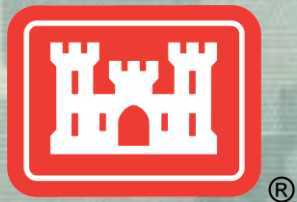


Small Business Management Report

FY 2007 SBA Surveillance of

U. S. Army Corps of Engineers
Omaha District
Colonel Robert J. Ruch
Commanding



US Army Corps of Engineers
BUILDING STRONG®



CENWO FY07 Prime Awards

Current Execution \$ 835,305,730.00	Target	Execution	
		\$\$	%
SB (44.8%)	\$ 374,216,967.04	\$ 337,659,105.00	40.4%
WOSB (5.4%)	\$ 45,106,509.42	\$ 29,392,393.00	3.5%
SDB (19.9%)	\$ 166,225,840.27	\$ 58,476,887.00	7.0%
HBCU (13.4%)	\$ 111,930,967.82	\$ -	0.0%
HUBZ (9.2%)	\$ 76,848,127.16	\$ 14,036,271.00	1.7%
SDV (1.5%)	\$ 12,529,585.95	\$ 14,761,868.00	1.8%
VOSB (1.5%)	\$ 12,529,585.95	\$ 14,761,868.00	1.8%

Awards to Other Than SB \$497,646,625

CENWO FY09 Prime Awards

Current Execution \$ 998,724,239.93	Target	Execution	
		\$\$	%
SB (39%)	\$ 312,222,981.72	\$ 558,259,739.45	55.9%
WOSB (5%)	\$ 40,028,587.40	\$ 100,240,870.88	10.0%
SDB (15%)	\$ 120,085,762.20	\$ 208,476,902.42	20.9%
HBCU (0%)	\$ -	\$ 140,500.00	12.9%
HUBZ (6%)	\$ 48,034,304.88	\$ 108,513,793.10	10.9%
SDVOB (9%)	\$ 72,051,457.32	\$ 107,639,548.84	10.8%
VOSB (9%)	\$ 72,051,457.32	\$ 107,639,548.84	10.8%

Awards to Other Than Small Business \$440,464,500

- Assigned Target Met
- Assigned Target Unmet
- Statutory Goal Exceeded

CENWO FY08 Prime Awards

Current Execution \$ 914,844,378.00	Target	Execution	
		\$\$	%
SB (44.8%)	\$ 409,850,281.34	\$ 388,035,573.00	42.4%
WOSB (5.4%)	\$ 49,401,596.41	\$ 32,080,338.00	3.5%
SDB (19.9%)	\$ 182,054,031.22	\$ 92,636,612.00	10.1%
HBCU (13.4%)	\$ 122,589,146.65	\$ 102,620.00	12.2%
HUBZ (9.2%)	\$ 84,165,682.78	\$ 16,236,244.00	1.8%
SDV (1.5%)	\$ 13,722,665.67	\$ 24,161,941.00	2.6%
VOSB (1.5%)	\$ 13,722,665.67	\$ 24,161,941.00	2.6%

Awards to Other Than SB \$526,808,805

CENWO FY10 Prime Awards

Current Execution \$948,872,064	Target	Execution	
		\$\$	%
SB (39%)	\$ 461,901,180	\$ 543,975,076	57.3%
WOSB (5.8%)	\$ 59,218,100	\$ 57,061,970	6.0%
SDB (18%)	\$ 213,185,160	\$ 235,087,315	24.8%
HBCU (13%)	\$ -	\$ 140,500.00	23.0%
HUBZ (10%)	\$ 118,436,200	\$ 85,679,826	9.0%
SDVOB (3%)	\$ 106,592,580	\$ 49,301,840	5.2%
VOSB (3%)	\$ 106,592,580	\$ 49,301,840	5.2%

Awards to Other Than Small Business \$404,896,988



CENWO FY 10 SB Performance Grade - USACE Targets Assigned

1		Achievement		Goal		Goal Performance		SBA Weight of Prime Grade		Weighted Average Goal Performance
Small Business		57	/	33	=	172.7	X	60	=	103.6
SDB		25	/	18	=	138.8	X	10	=	13.8
WOSB		6.7	/	5.8	=	115.5	X	10	=	11.6
SDVOSB		5	/	3.0	=	166.6	X	10	=	16.7
HUBZone		9	/	10	=	90	X	10	=	9.0
A+ ≥ 120%										154.7%
A < 120% but ≥ 100%										
B < 100% but ≥ 90%										
C < 90% but ≥ 80%										
D < 80% but ≥ 70%										
F < 70%										Prime Grade A+

} +

CENWO FY 10 SB Performance Grade - CENWD Targets Assigned

2		Achievement		Goal		Goal Performance		SBA Weight of Prime Grade		Weighted Average Goal Performance
Small Business		57	/	39	=	146.1	X	60	=	87.7
SDB		25	/	15	=	166.6	X	10	=	16.6
WOSB		6.7	/	5	=	134	X	10	=	13.40
SDVOSB		5	/	9	=	55.5	X	10	=	5.5
HUBZone		9	/	10	=	90	X	10	=	9
A+	≥ 120%									132.2%
A	< 120% but ≥ 100%									Prime Grade A+
B	< 100% but ≥ 90%									
C	< 90% but ≥ 80%									
D	< 80% but ≥ 70%									
F	< 70%									

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Training–Outreach- Networking Opportunities

Series	Activity	Location	Sponsor	Date
S	Capability and Qualification Interviews	Zorinsky Federal Building 3 rd Floor	Omaha District's Project Delivery Teams	3-7 January 2011
S	MEGA Pre-Solicitation Conference	Doubletree Hotel Omaha, Nebraska	Omaha District - USACE	6 January 2011
S	3 rd Annual Industry Day Education & Training Workshop	University of Missouri Kansas City Campus	Kansas City District SAME – Kansas City Post University of Missouri Kansas City	1-2 February 2011
S	Small Business Contracting Conference	Gladstone Inn & Suites Jamestown, North Dakota	Small Business Administration North Dakota Center for Technology and Business	1-2 February 2011
S	Wyoming GRO-Biz Conference & Idea Expo	Evanston Wyoming	Senate Mike Enzi Small Business Administration Wyoming PTAC & Business Council	22-24 February 2011

M: Monthly S: Scheduled



Training–Outreach- Networking Opportunities

Series	Activity	Location	Sponsor	Date
M	1102 Web Training	Desktop 1-866-740-1260	SBA via ReadyTalk Access Code: 3076601	1st Wed 0930-0130
M	SAME General Membership Meeting	TBA	SAME – Omaha Post https://www.sameomaha.org	2 nd Thursday 1130-1300
M	Federal Executive Association	Omaha Press Club	Omaha-Lincoln Federal Agencies	2 nd Thursday 1130-1300
M	Small Business Empowerment Breakfast	Regency Lodge Omaha, NE	SBA and Local Federal Agency	2 nd Friday 0700-8300
M	Veteran Business Owner Forum Breakfast	Regency Lodge Omaha Nebraska	PTAC - Nebraska Business Development Center	3 rd Wed 0800-0900
M	Winning Federal Contract Workshop	SBA Nebraska District Office	SBA , City of Omaha, PTAC, Offutt AFB, Omaha District	3 rd Thursday 0730-0900

M: Monthly S: Scheduled

